

Message Text

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PAGE 01 GENEVA 09103 151719Z
ACTION STR-07

INFO OCT-01 ARA-10 IO-13 ISO-00 STRE-00 AGRE-00 CEA-01
CIAE-00 COME-00 DODE-00 EB-08 FRB-03 H-01 INR-10
INT-05 L-03 LAB-04 NSAE-00 NSC-05 PA-01 CTME-00
AID-05 SS-15 ITC-01 TRSE-00 ICA-11 SP-02 SOE-02
OMB-01 DOE-15 /124 W
-----078526 151720Z /53

P 151712Z JUN 78
FM USMISSION GENEVA
TO SECSTATE WASHDC PRIORITY 0901
INFO AMEMBASSY BRASILIA
AMCONSUL SAO PAULO

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USMTN
ACTION STR PASS ELECTRICALLY
STR PASS CODEL

E.O.11652:N/A
TAGS: MTN, ETRD, BR
SUBJECT: U.S./BRAZIL BILATERAL ON BRAZILIAN TARIFF OFFER

1. SUMMARY. U.S. MTN DEL (GRAEF ET AL) MET WITH BRASILIA
DEL LED BY BOTAFOGO ON JUNE 15 FOR CONTINUATION OF DISCUS-
SIONS ON BRAZILIAN TARIFF OFFERS. IN ABSENCE OF INSTRU-
CTIONS FROM WASHINGTON, U.S. DEL MADE SOME GENERAL OBSERVA-
TIONS ON BRAZILIAN OFFER (PARTICULARLY THEIR AGRICULTURAL
OFFER) AND BEGAN ITEM-BY-ITEM REVIEW OF U.S. INDICATIVE
LIST WHICH WILL BE CONTINUED JUNE 16 AT 1000 AM. END
SUMMARY.

2. U.S. DEL NOTED THAT WE WERE PLEASED TO RECEIVE AN OFFER
FROM BRAZIL BUT THAT THE OFFER WAS DISAPPOINTING IN CERTAIN
RESPECTS, PARTICULARLY IN AGRICULTURE. BRAZILIAN
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PAGE 02 GENEVA 09103 151719Z

AGRICULTURAL OFFER RESPONDED TO ONLY TWO ITEMS, WITH
TRADE COVERAGE OF \$17,000, OF THE 27 ITEMS REQUESTED BY
THE U.S. U.S. DEL FURTHER OBSERVED THAT MOST BRAZILIAN
REQUESTS OF U.S. WERE RE AGRICULTURAL ITEMS AND THAT
BRAZIL COULD NOT EXPECT U.S. RESPONSE TO BE SIGNIFICANTLY
FORTHCOMING ABSENT CONSIDERABLE IMPROVEMENT IN BRAZILIAN
AGRICULTURAL OFFER. BRAZILIAN DEL INDICATED THAT IT WAS

EXTREMELY DIFFICULT FOR THEM TO NEGOTIATE IN AGRICULTURAL SECTOR AND THAT THE ONLY SOLUTION GOB SEES IS TO DE-EMPHASIZE IMPORTANCE OF RELATIVE BILATERAL RECIPROCITY WITH U.S. IN AGRICULTURE AND TO STRESS THE QUALITY OF THEIR TOTAL OFFER.

3. ON BRAZIL'S INDUSTRIAL TARIFF OFFER, U.S. DEL NOTED THAT, BASED ON 1975 TRADE DATA, \$81 MILLION OF U.S. EXPORTS ARE AFFECTED. OF THIS TOTAL, BRAZIL IS OFFERING DUTY REDUCTIONS AFFECTING \$9 MILLION, "CEILING BINDINGS" AFFECTING \$36 MILLION (\$28 MILLION OF WHICH INVOLVE OFFERS TO BIND AT 30 PERCENTAGE POINTS HIGHER THAN CURRENT RATE), AND BINDINGS AT CURRENT RATES AFFECTING \$36 MILLION.

4. SEPTTEL REPORTING PRODUCT-BY-PRODUCT DISCUSSIONS WILL FOLLOW SUBSEQUENT TO CONTINUED DISCUSSIONS TO BE HELD JUNE 16.

5. DRAFTED BY ST. MAXENS. MCDONALD

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NNN

Message Attributes

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